

RETURN

(77)

PARTIAL RETURN to an ORDER of the HOUSE OF COMMONS, dated the 1st February, 1905, for a return showing the names of all the commercial agents of Canada, where located, previous location, occupation and qualifications, amount of salary of each, other expenses connected with their positions, class of product they are chiefly interested in placing on the market, procedure in the different locations, results, specific and general.

R. W. SCOTT,
Secretary of State.

DEPARTMENT OF TRADE AND COMMERCE,
OTTAWA, February 23, 1905.

JOSEPH POPE, Esq., C.M.G.,
Under Secretary of State,
Ottawa.

SIR,—I have the honour to return you herewith your reference No. 10, being an order of the House of Commons moved by Mr. Martin, of Queen's, asking for certain information in connection with the commercial agents of Canada. I beg to forward you herewith a preliminary return, and may state that no other information is at present obtainable and the commercial agents have been communicated with for the additional particulars required.

F. C. T. O'HARA,
Acting Deputy Minister.

DEPARTMENT OF TRADE AND COMMERCE.
LIST OF COMMERCIAL AGENTS ON JANUARY 1, 1905.

Name.	Salary.	Contingent Expenses to June 30, 1904.	Location.	Date of Appointment.
	\$ cts.	\$ cts.		
J. S. Larke.....	3,000 00	836 10	Sydney, Australia	Aug. 25, 1894.
D. H. Ross.....	3,000 00	1,205 94	Melbourne, Australia....	March 7, 1903.
*J. G. Jardine.....	3,000 00	1,125 54	Africa	" 11, 1902.
A. Poindron.....	3,000 00	697 38	France.....	Aug. 29, 1902.
P. B. Ball.....	3,000 00	1,534 12	Birmingham.....	Feb. 1, 1903.
J. B. Jackson... ..	3,000 00	2,557 13	Leeds . . .	Nov. 1, 1903.
P. B. MacNamara.....	3,000 00	1,026 81	Manchester.....	" 1, 1903.
Alex. MacLean.....	3,000 00	1,310 30	Japan	March 1, 1904.
W. A. MacKinnon	3,000 00	.....	Bristol.....	July 15, 1904.
A. W. Donly	3,000 00	.....	Mexico.....	Jan. 1, 1905.
C. E. Sontum.....	400 00	.....	Norway	
G. E. Burke.....	500 00	.....	Jamaica... ..	March 3, 1892.
Edgar Tripp.....	500 00	.....	Trinidad.....	" 3, 1892.
S. L. Horsford.....	250 00	.....	St. Kitts . . .	" 3, 1892.
R. Bryson.....	250 00	.....	Antigua.. ..	" 3, 1892.

* Since resigned.

4-5 EDWARD VII., A. 1905

CLASS OF PRODUCTS COMMERCIAL AGENTS ARE CHIEFLY INTERESTED IN PLACING ON
THE MARKET.

Messrs. Sontum, Burke, Tripp, Horsford and Bryson are in the commission business, and they may be interested in placing certain articles upon the market in the country in which they are located. The instructions issued, however, to all commercial agents are to do everything possible to increase the exports of Canada in any line of commodity that may be the subject of correspondence.

PROCEDURE IN THE DIFFERENT LOCATIONS.

The procedure of the various commercial agents varies according to the country in which they may be located. Commercial agents of the first rank, especially, have offices centrally located, furnished by the department, where Canadian papers and Canadian literature are on file. They answer, so far as they can, all inquiries with reference to Canadian trade. They forward reports to the Department of Trade and Commerce every month, sometimes more frequently, in which they point out every opportunity which may be brought under their notice, wherein Canadian exporters may be interested. Their reports are regularly published every week by the Department and distributed free to any one in Canada requesting same.

Confidential instructions are issued to them to report to the department upon all instances of Canadian goods not being up to sample, bad packing, &c., which may be brought to their attention. They are also to observe the methods adopted by other nations in placing their goods upon the foreign market, reporting always to the department.

RESULTS, SPECIFIC AND GENERAL.

So far the results have been eminently satisfactory. Instances have been brought to the attention of the department where commercial agents have induced foreign firms to send representatives to Canada, such representatives having obtained after a tour through Canada, very large orders for Canadian goods. In other instances foreign firms have established branch offices in Canada at the instance of commercial agents.

The trade inquiries set on foot by the commercial agents abroad and transmitted to this department have become the means of daily correspondence in the department in forwarding replies and addressing circulars to various firms in Canada interested.